



P. O. BOX 2955  
Winston-Salem, North Carolina 27102

The solution to smoking issues  
can be found in accommodation.  
Together, we can work it out.

CHECK NUMBER: 5A 0846058098  
CHECK DATE: 02-04-98

05A 0846058098

GLIKIN BROTHERS  
ATTN: JEFFREY MICHELSON  
2 JOSEPH ST  
NEWARK, NJ 07105-4710

4

INVOICE NUMBER	GROSS	NET AMOUNT	INVOICE NUMBER	GROSS	NET AMOUNT
02/03/98	56.00	56.00			
SHIP-TO # 9995320 NEWARK NJ					
FORSYTH ALLIANCE DIRECT PAYMENT					
*****					
FORSYTH TOBACCO PRODUCTS APPRECIATES YOUR COOPERATION IN THE MARKETING OF OUR PRODUCTS.					

R J REYNOLDS TOBACCO COMPANY	PAYMENT	NET CHECK AMOUNT
RJRT Form APC1 - Rev. 8/98		56.00

DETACH THIS STUB BEFORE DEPOSITING CHECK

THIS MULTI-TONE AREA OF THE DOCUMENT CHANGES COLOR GRADUALLY AND EVENLY FROM DARK TO LIGHT WITH DARKER AREAS BOTH TOP AND BOTTOM.	
 <b>WACHOVIA BANK OF NORTH CAROLINA, N.A.</b> ASHEVILLE, NORTH CAROLINA 86-357531	
PAY TO THE ORDER OF GLIKIN BROTHERS ATTN: JEFFREY MICHELSON 2 JOSEPH ST NEWARK, NJ 07105-4710	
PAY FIFTY-SIX DOLLARS AND 00 CENTS	
DATE 02-04-98	
PAY ONLY → <b>E-100</b> <small>ELTS/CIS</small>	
AUTHORIZED SIGNATURE	
51849 2468	

00846058098 1053100355 010459 038032

# FORSYTH TOBACCO PRODUCTS ALLIANCE PROGRAM

## SPECIAL REQUEST FOR ACCRUAL MONEYS

Contracted Customer: Glikin Bros.

Contact (Customer): Jeffrey Michelson

Customer Telephone Number: (973) 344-0500

Brand: Brandon

\$ Amount Requested: 56.00

### DESCRIPTION OF SPECIAL PROGRAM:

(Include program begin & end dates and cases promoted, as applicable)

For 56 ctns of product Blacklined and stickered an extra 1.00 off per ctn. (2.00 off invoice)

Additional Product Needed:  NO       YES      (If YES, attach product order.)

Special Mailing Instructions: Please send check to Lanny Wolfe at the NY Metro ROU

Approval: Lanny Wolfe

RJR MANAGER

01/29/98

(DATE)

51849 2469

SEND COMPLETED FORM TO:

Forsyth Tobacco Customer Services  
P.O. Box 2959  
Winston-Salem, NC 27102  
FAX: (910) 741-2156

TRANSMISSION VERIFICATION REPORT

TIME : 01/29/1998 20:28  
NAME : RJ REYNOLDS  
FAX : 7324179076  
TEL : 7322253765

DATE, TIME	01/29 20:28
FAX NO./NAME	19107412156
DURATION	00:00:33
PAGE(S)	01
RESULT	OK
MODE	STANDARD ECM

51849 2470

DANNY WOR

52849 2472

51849 2472

# BRandon

ORDER FORM  
OFF INVOICE

Rev. 2/7/97

Today's Date: NOV 11, 1997

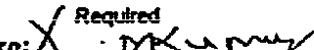
Delivery Date: A.S.G.

Next NORMAL Delivery

Account Name: B.B.Cigar

Address: 119 Newark Lane  
Jersey City

Telephone # (201) 432-0423

Retail Signature:  Required

Wholesaler: Sticker

Act# → 274305

RJR Rep.: SEAN Clestin

All Packs must be  
BLACK LINED and STICKERED  
Sticker must be on TOP of pack

Voice Mail: 1-800-757-8255 79163

## WINSTON

Sticker \$2.00 OFF INVOICE

Pricing 20cents off Pack

Brand Style      Cartons

Winston Box

Winston Light Box

LIMIT 1 PER STORE

2 carton display

4 carton display

## CAMEL

Sticker \$2.00 OFF INVOICE

Pricing 20cents off pack

Brand Style      Cartons

Camel Light Box

Camel Filter Box

LIMIT 1 PER STORE

2 carton display

4 carton display

## SALEM

Sticker \$3.00 OFF INVOICE

Pricing 30cents off pack

Brand Style      Cartons

Salem King

Salem Light

LIMIT 1 PER STORE

2 carton display

4 carton display

## DORAL

Sticker \$2.50 OFF INVOICE

Pricing 25cents off pack

Brand Style      Cartons

Doral Light 100

Doral FF 100

Doral Lt Men 100

Doral FF Men 100

Doral FF 100 Box

Doral Lt 100 Box

LIMIT 1 PER STORE

2 carton display

4 carton display

Total Winston

Total Camel

Total Salem

Total Doral

GRAND TOTAL OF ALL CARTONS=

5 +1  
Display

Please  
Take 20%  
off invoice

# B R A N D O N

R J R M I C H I G A N F O R E S T  
OFF INVOICE

Ref# 237

Todays Date: NOV 20, 1997

Delivery Date: A-S-A-F

Next NORMAL Delivery

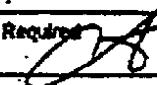
Account Name: 2N203

Address: Q-FRANK-E Rogers  
HARRISON

Wholesaler: Clicken

Telephone # ( )

RJR Rep: Sean Cleardin

Retail Signature:  Required

Voice Mail: 1-800-757-8255 79163

All Packs must be  
**BLACK LINED and STICKERED**  
Sticker must be on TOP of pack

**WINSTON**

Sticker \$2.00 OFF INVOICE

Pricing 20cents off Pack

Brand Style      Cartons

Winston Box

Winston Light Box

LIMIT 1 PER STORE

 2 carton display 4 carton display**CAMEL**

Sticker \$2.00 OFF INVOICE

Pricing 20cents off pack

Brand Style      Cartons

Camel Light Box

Camel Filter Box

LIMIT 1 PER STORE

 2 carton display 4 carton display**SALEM**

Sticker \$3.00 OFF INVOICE

Pricing 30cents off pack

Brand Style      Cartons

Salem King

Salem Light

LIMIT 1 PER STORE

 2 carton display 4 carton display**DORAL**

Sticker \$2.50 OFF INVOICE

Pricing 25cents off pack

Brand Style      Cartons

Doral Light 100

Doral FF 100

Doral Lt Men 100

Doral FF Men 100

Doral FF 100 Box

Doral Lt 100 Box

LIMIT 1 PER STORE

 2 carton display 4 carton display

Total Winston

Total Camel

Total Salem

Total Doral

GRAND TOTAL OF ALL CARTONS=

(6) FF 100's  
7.5 in's

(1) ultra Lt 100's

8

*Done*



# “Brandon”

*A Private Label Cigarette*

## .20 off Pack Promotion

prebook form

(Available exclusively at Glikin Bros.)

Date 10/17

Account Park Ave Deli & Pa. cct.#

Address 5022 Park Ave

W.D.Y

Retailer Signature X

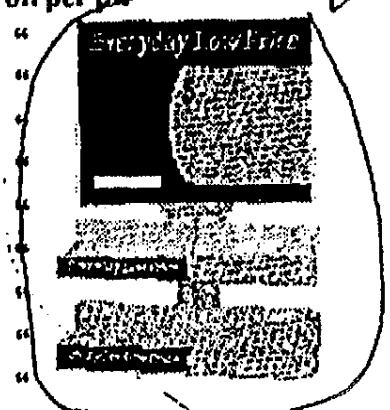
Retailer Name (Print) Guillermo A. Ramirez

Sales Rep Guillermo A. Ramirez

*Ship*

stickered .20 off per pk

- Ctns Full Flavor King
- Ctns Full Flavor 100s
- Ctns Light King
- Ctns Light 100s
- Ctns Ultra Light King
- Ctns Ultra Light 100s
- Ctns Full Flavor Menthol King
- Ctns Full Flavor Menthol 100s
- Ctns Light Menthol King
- Ctns Light Menthol 100s
- Brandon Pack Display (60 pack w/"Brandon" sticker attached to riser card)
- Brandon Pack Display (90 pack w/"Brandon" sticker attached to riser card)
- Brandon Pack/Carton Display (90 carton w/"Brandon" sticker attached to riser card)

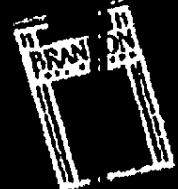


Price per carton 2.00 (with .20 off stickers)

51849 2474

Henry Valderrama  
11/10/00

Everyday  
**LOW PRICE!**



# "Brandon"

A Private Label Cigarette

## \$2.00 off Pack Promotion

prebook form

(Available exclusively at Glikin Bros.)

Date 11/20  
Account PAT Avelino 773909  
Address 5102 PARK AVE

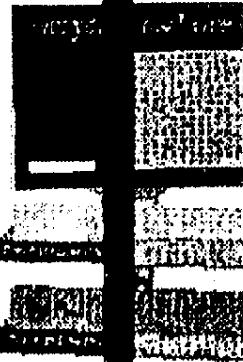
NNY

Retailer Signature [Signature]

Retailer Name (print) Henry Valderrama

Sales Rep Henry Valderrama

Ctns Full Flavor King	stickered .20 off per pk
<input checked="" type="checkbox"/> 10 Ctns Full Flavor 100s	"
<input type="checkbox"/> Ctns Light King	"
<input type="checkbox"/> Ctns Light 100s	"
<input type="checkbox"/> Ctns Ultra Light King	"
<input type="checkbox"/> Ctns Ultra Light 100s	"
<input type="checkbox"/> Ctns Full Flavor Menthol King	"
<input type="checkbox"/> Ctns Full Flavor Menthol 100s	"
<input type="checkbox"/> Ctns Light Menthol King	"
<input type="checkbox"/> Ctns Light Menthol 100s	"
<input type="checkbox"/> Brandon Pack Display (60 pack w/"Brandon" sticker attached riser card)	
<input type="checkbox"/> Brandon Pack Display (90 pack w/"Brandon" sticker attached riser card)	
<input type="checkbox"/> Brandon Pack/Carton Display (90 carton w/ "Brandon" sticker attached to riser card)	



Price per carton 2.00 - 2.00 = \$0.00 (with .20 off stickers)

51849  
2475

# Done C.F.



## "Brandon"

A Private Label Cigarette

### .10 off Pack Promotion

prebook form

(Available exclusively at Glikin Bros.)

Date 10/23

515 ft

Account Tony's Deli Acct.# 876710

Address 410 13th St.

Retailer Signature Marine-Tornt

Retailer Name (Print) Henry Vazerrama

Sales Rep Henry Vazerrama

10/23

Ctns Full Flavor King

stickered .10 off per pk

Ctns Full Flavor 100s

Ctns Light King

Ctns Light 100s

Ctns Ultra Light King

Ctns Ultra Light 100s

Ctns Full Flavor Menthol King

Ctns Full Flavor Menthol 100s

Ctns Light Menthol King

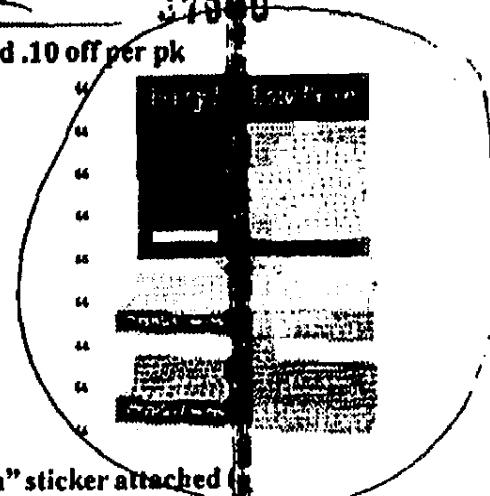
Ctns Light Menthol 100s

Brandon Pack Display (60 pack w/"Brandon" sticker attached to riser card)

Brandon Pack Display (90 pack w/"Brandon" sticker attached to riser card)

Brandon Pack/Carton Display (90 carton w/ "Brandon" sticker attached to riser card)

Price per carton - \$10.92 - 1.00 = \$9.92 (with .10 off stickers)



51849 2476

11/11/97 14:06

NOV-18-97 MON 10:45 AM

R. J. REYNOLDS TOB. 9884179076

001

P.04

*Jane Wolfe*

PLEASE ATTACH 'BRANDON' STICKER TO  
DISPLAY RISER CARD BEFORE SENDING OUT  
DISPLAYS.

# "Brandon"

*A Private Label Cigarette*

## .20 off Pack Promotion

prebook form

(Available exclusively at Glikin Bros.)

Date 10/29/97

Account Glikin Bros Inc Acct.# 1e 79054

Address 1175 Dickeson St.

Elizabeth, NJ

Retailer Signature Mitaur

Retailer Name (Print) ARSURO HUSSAIN

Sales Rep Bengaditter Impellizzi

Ctns Full Flavor King

.20 off per pk



Ctns Full Flavor 100s

"

Ctns Light King

"

Ctns Light 100s

"

Ctns Ultra Light King

"

Ctns Ultra Light 100s

"

Ctns Full Flavor Menthol King

"

Ctns Full Flavor Menthol 100s

"

Ctns Light Menthol King

"

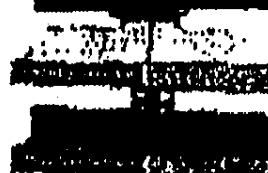
Ctns Light Menthol 100s

"

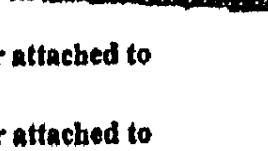
Brandon Pack Display (60 pack w/"Brandon" sticker attached to riser card)



Brandon Pack Display (90 pack w/"Brandon" sticker attached to riser card)



Brandon Pack/Carton Display (90 carton w/ "Brandon" sticker attached to riser card)



Price per carton - \$12.65 - 2.00 off invoice = \$10.65 (without stickers)

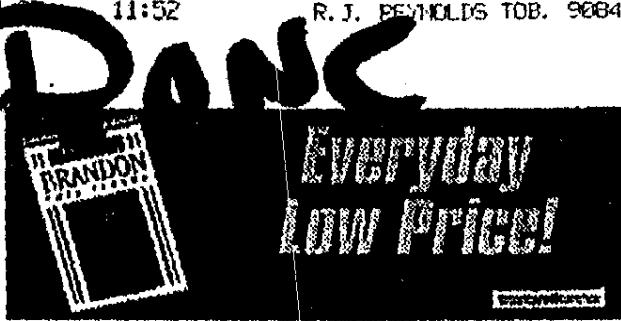
51849 2477

If you run out of displays please  
contact your RJR Rep.

10/14

11:52

R. J. REYNOLDS TOB. 9084179076



WILMINGTON

973-817-9325

# "Brandon"

*A Private Label Cigarette*

## .20 off Pack Promotion

prebook form

(Available exclusively at Glikin Bros.)

Date 7/27

Account LA 37 Glik Acc#

Address 420 37 st.  
Lewis City

Retailer Signature Jean Miner

Retailer Name (Print) Jean Miner

Sales Rep Stacy Goldstein

Ctns Full Flavor King stickered .20 off per pk

Ctns Full Flavor 100s

Ctns Light King

Ctns Light 100s

Ctns Ultra Light King

Ctns Ultra Light 100s

Ctns Full Flavor Menthol King

Ctns Full Flavor Menthol 100s

Ctns Light Menthol King

Ctns Light Menthol 100s



Brandon Pack Display (60 pack w/"Brandon" sticker attached to riser card) \$522593 ~~For 57th or TKT WIRE DISNEY w/ CHANNEL SIGNS~~

Brandon Pack Display (90 pack w/"Brandon" sticker attached to riser card)

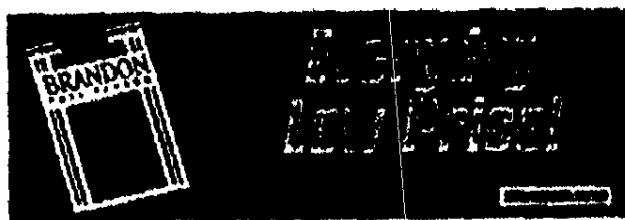
Brandon Pack/Carton Display (90 carton w/"Brandon" sticker attached to riser card)

Price per carton - \$41.40 - 2.00 = \$39.40 (with .20 off stickers)

51849 2478

~~10.65 - 2.00 = 8.65~~  
2.00 off INVOICE 12.65  
- 2.00  
10.65 PCT

*Dale*



# "Brandon"

*A Private Label Cigarette*

## .20 off Pack Promotion

prebook form

(Available exclusively at Glikin Bros.)

Date 9-20-97

Account SUPERMARKET 119 Acct.# 630817

Address 1079 Broad St.

NJ Newark

Retailer Signature Robert G. St. John

Retailer Name (Print) \_\_\_\_\_

Sales Rep. SEAN Clendin

Ctns Full Flavor King .20 off per pk

1 Ctns Full Flavor 100s "

1 Ctns Light King "

1 Ctns Light 100s "

1 Ctns Ultra Light King "

1 Ctns Ultra Light 100s "

1 Ctns Full Flavor Menthol King "

1 Ctns Full Flavor Menthol 100s "

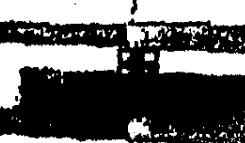
1 Ctns Light Menthol King "

1 Ctns Light Menthol 100s "

1 Brandon Pack Display (60 pack w/"Brandon" sticker attached to riser card)

1 Brandon Pack Display (90 pack w/"Brandon" sticker attached to riser card)

1 Brandon Pack/Carton Display (90 carton w/ "Brandon" sticker attached to riser card)



Price per carton - \$12.65 - 2.00 off invoice = \$10.65 (without stickers)

51849 2479

PAGE 03  
Please TAKE \$2.00  
OFF my invoice

# BRANDON

## RJR ORDER FORM - PROMOTED PRODUCT

51849 2480

Revised: 11/96

All information must be completely filled in - Please Print

Todays Date: Nov 21, 1997

Delivery Date: A.S.A.P.

Next NORMAL Delivery (7 Day Minimum)

Regular Delivery Day: Mon Tue Wed Thu Fri

Account Name: JOE'S Deli

Address: 320 BELGRADE DR.  
KEARNY

Telephone # ( )

Required

Retail Signature: [Signature]

Voice Mail: 1-800-757-8255 79163#

RJ REYNOLDS

7324179076

15:06

12/18/1997

Wholesaler: Glicker

Retail Customer No: 59153

Wholesaler Assigned Acct. No.

RJR Rep.: SEAN Cleerdin

Grand Total # of Cartons:

All Packs must be  
BLACK LINED and STICKERED  
Sticker must be on TOP of pack

NO Write in Brands

<<< WINSTON >>>

Ctn	Pack
-----	------

Sticker Pricing /

Brand Style	Cartons
-------------	---------

Winston Box \_\_\_\_\_

Winston Light Box \_\_\_\_\_

Winston King \_\_\_\_\_

Winston 100 \_\_\_\_\_

Winston Lights \_\_\_\_\_

Winston Lights 100 \_\_\_\_\_

Select FF Box \_\_\_\_\_

Select FF 100 Box \_\_\_\_\_

Select Light Box \_\_\_\_\_

<<< CAMEL >>>

Ctn	Pack
-----	------

Sticker Pricing /

Brand Style	Cartons
-------------	---------

Camel Light Box \_\_\_\_\_

Camel Filter Box \_\_\_\_\_

Camel Sp. Lt. Box \_\_\_\_\_

Camel Sp Lt Box 100 \_\_\_\_\_

Camel Wide Lights \_\_\_\_\_

Camel Wide Filter \_\_\_\_\_

Camel Men Box \_\_\_\_\_

Camel Men Lts. Box \_\_\_\_\_

Camel Lights King \_\_\_\_\_

Camel Filter \_\_\_\_\_

<<< SALEM >>>

Ctn	Pack
-----	------

Sticker Pricing /

Brand Style	Cartons
-------------	---------

Salem King \_\_\_\_\_

Salem Light \_\_\_\_\_

Salem Light 100 \_\_\_\_\_

Salem 100 \_\_\_\_\_

Salem Slim Lights \_\_\_\_\_

Salem Ultra King \_\_\_\_\_

Salem Ultra 100 \_\_\_\_\_

< DORAL/MONARCH >

Ctn	Pack
-----	------

Sticker Pricing /

Brand Style	Cartons
-------------	---------

Doral Light 100 \_\_\_\_\_

Doral FF 100 \_\_\_\_\_

Doral Ultra 100 \_\_\_\_\_

Doral Lt. Menthol 100 \_\_\_\_\_

Doral FF Menthol 100 \_\_\_\_\_

Monarch Light 100 \_\_\_\_\_

Monarch FF 100 \_\_\_\_\_

Monarch Ultra 100 \_\_\_\_\_

Monarch Lt. Men 100 \_\_\_\_\_

Monarch FF Men 100 \_\_\_\_\_

Total Winston  
Cartons

Total Camel  
Cartons

Total Salem  
Cartons

Total Doral/Monarch  
Cartons

DISPLAY  
Black Line and Sticker Form

① OFF 100  
CARTON LINE 100

① LT 100  
CARTON LINE 100

① Ultra 100  
CARTON LINE 100

*PLEASE  
TAKE \$2.00  
OFF INVOICE*

RJR ORDER

TODAY - FROM MONDAY TO SUNDAY

Separate Invoice Required

All information must be completely filled in. Please Print!

Todays Date: DEC 22, 1997

Delivery Date: G.S.G.

Next NORMAL Delivery (7 Day Minimum)

Regular Delivery Day: Mon Tue Wed Thu Fri

Account Name: ENZO'S

Address: 9 FRANK E. ROGERS  
HARRISONTelephone # ( )  
Required

Retail Signature:

Voice Mail: 1-800-757-8255 79163#

RJR Rep.: SEAN CLEARY

Wholesaler Assigned Acct. No.

Grand Total # of Cartons:

All Packs must be  
BLACK LINED and STICKERED  
Sticker must be on TOP of pack

NO Write in Brands

<<< WINSTON >>>	
Ctn	Pack
Sticker Pricing	/

Brand Style	Cartons
Winston E. C.	
Winston Lt. Box	
Winston K. C.	
Winston 100	
Winston L. 100	
Winston Select Light	
Select Light Box	

<<< CAMEL >>>	
Ctn	Pack
Sticker Pricing	/

Brand Style	Cartons
Camel Light Box	
Camel Filter Box	
Camel Sp. Lt. Box	
Camel Sp Lt Box 100	
Camel Wide Lights	
Camel Select Light	
Camel Lights King	
Camel Filter	

<<< SALEM >>>	
Ctn	Pack
Sticker Pricing	/

Brand Style	Cartons
Salem King	
Salem Light	
Salem Light 100	
Salem 100	
Salem Slim Lights	
Salem Select Light	

< DORAL/MONARCH >	
Ctn	Pack
Sticker Pricing	/

Brand Style	Cartons
Doral Light 100	
Doral FF 100	
Doral Ultra 100	
Doral Lt. Menthol 100	
Doral FF Menthol 100	
Doral Select Light	
Monarch Lt. Men 100	
Monarch FF Men 100	

Total Winston  
CartonsTotal Camel  
CartonsTotal Salem  
CartonsTotal Doral/Monarch  
Cartons

Black Line and Sticker Form

© 1997 RJR Nabisco Inc.

# GENERIC POS, PACKAGE TAGS and DISPLAY ORDER FORM

PRIVATE LABEL BRAND: Brandon

DATE: 01/07/98

## SHIP TO LOCATION

SIS #: 227040

8008/1183/1185

Company: Gilkin Bros

Street: 2 Joseph St.

City/State: Newark, N.J. 07105

PO#:

Special Instructions: Attention: Fenton - please attach a Brandon sticker to riser card on each display before sending to retail accounts. (small sticker white wire pack displays and large sticker on modular floor display riser card)

GENERIC POINT OF SALE (25 PER SKU)		FORSYTH PACKAGE TAGS (55 TAGS PER SKU)		QUANTITY (SKU = 1 PAGE)
432636	2 Sided Small PPD Card	385464	Filter 100's Soft Pack	
394902	Large PPD Card	385475	Filter 85's Soft Pack	
394891	Pump Topper	385486	Light 100's Soft Pack	
403911	2 Sided-Dump Bin Riser Card	385497	Light 85's Soft Pack	
394880	Folded Shelf Strip	385508	Ultra Lights 100's	
394858	24" PK Merch Card	385519	Ultra Lights 85's Soft Pack	
468173	19" Canopy Card	385530	Lts Ment 100's Soft Pack	
394869	Channel Strip	385541	Lts Mentr 85's Soft Pack	
394847	Extnd Lg PPD Card	385552	Menthol 100's Soft Pack	
<b>CARTON END LABELS</b>		385563	Menthol 85's Soft Pack	
499781	FF85 Ctn End Label	385574	Filter 83 Box	
499790	FF83 Bx Ctn End Label	385585	Lights 83 Box	
499802	FF100 Ctn End Label	385596	Non Filter 85's	
499832	L85 Ctn End Label	<b>FORSYTH PERMANENT DISPLAYS</b>		
499841	L83 Bx Ctn End Label	487376	Forsyth MFD w/Topper (5 Ctn Wide, 5 Shelf)	2
499850	L100 Ctn End Label	522593	Forsyth 2 Tray Wire Display w/Channel Strip	
499880	UL85 Ctn End Label	522602	Forsyth 1 Tray Add-On w/Channel Strip	10
499892	UL100 Ctn End Label	522611	Forsyth Pack Add-On	
499811	FFM85 Ctn End Label	<b>FORSYTH TEMPORARY DISPLAYS</b>		
499820	FFM100 Ctn End Label	524762	Floor Dump Display - Large	
499862	LM85 Ctn End Label	458131	Display (100 Ctns or 360 Packs)	
499871	LM100 Ctn End Label	524741	Temporary Package Counter	
499901	NF85 Ctn End Label		Display (w/Optional Stair Step)	

PL BRAND	LG. PACK STICKER ITEM#* (30 PER PACK)	QUANTITY	SM. PACK STICKER ITEM#* (120 PER PACK)	QUANTITY
Brandon	463734	10	463584	10

\*ITEM #'S MUST BE FURNISHED!